

PROMOTION SPECIFICS

ACCOUNT: 004180
DIRECT ACCOUNT: ADCO
CONTACT PERSON: BARRY ADELMAN
FAX NUMBER: 330-454-3501

1. DEAL DESCRIPTION MSA REPORTING: WIN JUL \$1/2 PKS

PROMOTION NAME: WINSTON \$1.00 OFF 2 PACKS
PROMOTION DATE: TO RETAIL: 7/20/98
MANUFACTURER #: 12300-24689
CARTONS PER DISPLAY: 4 CARTONS
RETAIL UNIT CONTAINS: 20 (2-pk) OFFERS

<u>Promotional Product:</u>	<u>Case</u>	<u>Ctn</u>	<u>Pack</u>
2 - WINSTON LT BOX	25380	11913	00019
1 - WINSTON ULT LT BOX	25381	70813	70399
1 - WINSTON FF BOX	25379	11213	00012

2. MONEY (Based on live product only)

DISPLAYS/SHIPPER 120 X 4 CARTONS (LIVE)/DISPLAY DIVIDED BY 60 = 8 12M CS
DOLLAR AMOUNT TO PUT DEALS TOGETHER: \$224.00

3. ORDERING / RECEIVING INFORMATION

PROMOTIONAL PRODUCT

CASE QUANTITY _____
ARRIVAL DATE _____
EFT AMOUNT _____
PO # _____

GRATIS STATE USAGE \$ AMOUNTS:

OH _____
VA _____
NY _____
WV _____
NJ _____

NON PROMOTIONAL PRODUCT

CASE QUANTITY _____
ARRIVAL DATE _____
EFT AMOUNT _____
PO # _____

DISPLAY

DISPLAY W/POS (542810) 120
DELIVERY DATE: 7/8/98
ORDER #: 8154-0920

SKU'S PER JURISDICTION:

OH _____	PA _____	NY _____
VA _____	MD _____	
WV _____	KY _____	
NJ _____	DE _____	

COMMENTS Promotional product is NOT PRE-SLEEVED. Packs will have black and white .50 off tear tape. Insert product into promotional sleeves: 10 offers LT Box, 5 offers UL Box, 5 offers FF Box.

Pricing: Reduced List Price. DO NOT REMOVE SLEEVES FROM KIT - SEE PACKING INSTRUCTIONS

RJR CONTACT: Ihor Miskewycz
Shellie Veschio

PHONE: (800) RJR-TALK VM #43518
(412) 257-9759

51844 7651

WHOLESALE : 004180 ADCO DISTRIBUTORS, INC. <DIRECT>
 TEMPLATE : 800750 80700 WIN JUL \$1/2-NO
 TEMPLATE SEQ : 0916
 SALES LEVEL : 17XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
172907	172925	339258	BOWMAN'S BEVERAGE	927 BOWMAN ST	WOOSTER	OH	44691	2			60200	(330)264-1462
172908	173323	430403	BREW THRU	817 BROAD ST	WADSWORTH	OH	44281	1			90100	(330)334-1243
172905	173026	691171	CHARLIE B'S DR THRU	2237 W STATE ST	ALLIANCE	OH	44601	5				(330)821-9429
172906	173026	068227	COOK'S MARATHON	3002 MARKET AVE N	CANTON	OH	44714	1				(330)452-4443
172907	173323	547568	DOUBLE A BEV CTR	163 E OHIO AVE	RITTMAN	OH	44270	2			93800	(216)925-8831
172906	172922	335479	ERIKS GROCERY BAG	835 E MAPLE ST	NORTH CANTON	OH	44720	3	OH			(330)494-2822
172905	172922	544940	FAST TIMES DELI MAR	5501 MARKET N.	NORTH CANTON	OH	44720	2			18051	(330)494-6677
172906	172922	785289	GAS-O-CLEAN, INC.	1432 MASSILLON RD	AKRON	OH	44306	1				(330)733-4356
172906	173026	762960	IN-N-OUT MARKET	805 MCKINLEY AVE	CANTON	OH	44707	1			55050	(330)453-1291
172906	172921	335185	J & S BRANDS, INC.	1174 PORTAGE LAKE	AKRON	OH	44319	2				(330)644-9808
172905		751207	JAPANH CO INC #9	DBA MAGGIORES #9	CANTON	OH	44707	4				(330)454-4199
172906	172924	335503	JOHN GEO CONV STORE	3206 LINCOLNWAY	MASSILLON	OH	44647	5				(330)833-9275
172906	172924	496303	KACEY'S DRIVE THRU	4090 ERIE AVE NW	MASSILLON	OH	44647	1			60035	(330)837-2783
172906	172921	718845	LAKEVIEW MARKET	3102 S MAIN ST	AKRON	OH	44319	1				(330)644-8843
172906	172921	023830	LOBOY OIL #2	6171 MANCHESTER R	AKRON	OH	44319	2				(330)882-4117
172908	172921	843284	LOBOY OIL	134 E TUSC	BARBERTON	OH	44203	7			90090	(216)848-3991
172906	173026	842840	MAGGIORES #10	1939 MAHONING RD	CANTON	OH	44705	3				(330)453-4242
172906	173026	732298	MAGGIORES #21	829 12TH ST NW	CANTON	OH	44703	2				(330)452-1365
172905	173026	334888	MAGGIORES #1	400 NAVARRE RD SW	CANTON	OH	44707	3				(330)454-7913
172905	173026	089310	MAGGIORES #11	2057 E TUSC	CANTON	OH	44707	4				(330)456-7535
172906	173026	842979	MAGGIORES #12	1135 MARKET AVE N	CANTON	OH	44702	2				(330)452-1235
172906	172924	843471	MAGGIORES #16	5045 W TUSC	CANTON	OH	44708	5				(330)477-9991
172905	173026	634571	MAGGORIES #17	4321 CLEVELAND AV	CANTON	OH	44709	3			95159	(330)492-9334
172906	172922	334591	MAGGORIES #4	4040 PORTAGE ST N	NORTH CANTON	OH	44720	5				(330)494-4995
172905	173026	334624	MAGGORIES #6	3004 ATLANTIC BLV	CANTON	OH	44705	2			W	(330)453-803
172908	172921	669307	MAGIC CITY PIT STOP	425 W HOPOCAN AVE	BARBERTON	OH	44203	1			90101	(330)745-8121
172908	172921	831270	MAGIC MART D/T	618 WOOSTER ROAD	BARBERTON	OH	44203	2				(330)745-3611
172906	172924	596323	MARKS MARATHON	3050 LINCOLN WAY	MASSILLON	OH	44646	1				(330)832-4383
172908	172920	749427	MATT DILLON SMOKE S	2110 STATE RD # B	CUYAHOGA FALLS	OH	44223	2			94060	(330)928-1341
172905	173026	334828	MEADOWBROOK DEL	653 W STATE	ALLIANCE	OH	44601	1				(330)823-4480
172906	172924	588289	NORTHWEST MARKET	2417 4TH ST NW	CANTON	OH	44708	2			52018	(330)453-0615
172908		718847	PERKIN'S BEVERAGE	360 PERKINS ST	AKRON	OH	44304	1			90115	(330)253-4387
172906	172921	759712	PORTAGE LAKES	3142 S MAIN ST	AKRON	OH	44319	1				(330)644-3100
172905	173026	419749	ROCKY'S	224 NORTH MILL	WAYNESBURG	OH	44688	2				(330)866-5501
173006	173027	843134	ROCKY'S DRIVE THRU	4 N 15TH ST	SEBRING	OH	44672	4			70135	(330)938-2600
172906	173026	842430	RT 62 DRIVE-THRU	2930 HARRISBURG R	CANTON	OH	44705	5				(330)452-8686
172906	172924	335502	SCHRAEDERS PAN FOODS	1619 WALNUT RD SE	MASSILLON	OH	44646	2				(330)833-2172
172905	173026	334797	SMITHS WACO MXT.	1660 WAYNESBURG D	CANTON	OH	44707	2				(330)453-6932
172906	172922	712462	SUFFIELD CARRYOUT	1435 STATE ROUTE	MOGADORE	OH	44260	3				(330)628-9782
172906	172924	655348	THE CORNER STORE	3256 LINCOLN WAY	MASSILLON	OH	44646	5				(330)833-1300
172906	172922	421714	THOMAS OLD DT	3582 S. ARLINGTON	AKRON	OH	44312	3				(330)896-4972
172906	172922	643365	THOMAS' II	1900 E MARKET ST	AKRON	OH	44305	2			90068	(330)794-1900

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TEMPLATE SEQ : 0916
SALES LEVEL : 17XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
172905	173026	247798	TOP OF THE MARK D/T	4135 LINCOLN ST E	EAST CANTON	OH	44730	5				(330)488-2585
172905		796026	TOW PATH DRIVE THRU	1025 E LINCOLNWAY	MINERVA	OH	44657	2				(330)868-4844
172908	172920	663304	WALLHAVEN DRIVE THR	1710 W EXCHANGE S	AKRON	OH	44313	1				(330)864-3545

PAGE BREAK TOTAL ACCOUNTS 45 TOTAL QUANTITY 116

TEMPLATE TOTAL ACCOUNTS 45 TOTAL QUANTITY 116

51844 7653

ADCO
221 Cherry Avenue NE
Canton, OH 44702

Account #004180

Payment for:

Promotion Name: **WINSTON \$1.00 OFF 2-PKS / JULY**

Promotion Number: **#800750**

Total Number Displays: **120** **x**
(4) Cartons Per Display **=**
Total # Cartons (Divided by 60 Cartons Per Case) **=** **8**
Total # 12 M Cases (multiplied by \$28 for assembly)

Payment for assembly: **\$224.00**

Distributors Signature: _____

Distributors Title: _____ Date: _____

R J Reynolds Representative: _____

Upon execution of promotion, please remit this invoice for payment to:

Shellie Veschio
c/o RJ Reynolds Tobacco Company
700 Bursca Drive
Suite 705
Bridgeville, PA 15017
Fax: 412-257-9763

51844 7654